the team to trust

markem·imaje

9, rue Gaspard Monge
B.P. 110
26501 Bourg-lès-Valence Cedex - France
Tél. : +33 (0) 4 75 75 55 00
Fax : +33 (0) 4 75 82 98 10

150 Congress Street
Keene, NH 03431
United States of America
Tel.: +1 800-258-5356
Fax: +1 603-357-1835

www.markem-imaje.com

9000 Series

Quick Selling Guide

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Already available

- 3-day training package [1]
- Datasheets [2]
  - 9020
  - 9030 / 9030 IP65
  - 9040 / 9040 S / 9040 IP65
  - 9040 Contrast
- Printing Capabilities Brochure [2]
- Product video [2]

Coming soon

- Product website from Q1 – 2009 [2]
- Customer presentation from Q1 – 2009 [2]

Contact person

(1) Sean Lyley – Sales Training Manager
(2) Timothée Perrin – Communication Specialist

N°1 worldwide in terms of CIJ units sold

Leader in EMEA & LAM – N°2 in ASPAC & NAM (N°1 in some countries)

Global Market Coverage with a strong presence in

- **Industrial sectors**: Tubes & Cables (Nexans, Valeo, Delphi) – Electronics (Foxcon, Tyco, LG) – Automotive (Hutchinson) – etc.
- **Food and Beverage sectors**: Danone, Nestlé, Unilever, Kraft, Coca-Cola, Pepsi, Perrier
- **Pharmaceutical and Cosmetics sectors**: Procter & Gamble, Henkel, Unilever, Merial, GSK, Pfizer

N°1 in after sales services – the most represented coding solution supplier worldwide with

33 subsidiaries,
50 distributors,
... covering 120 countries

Features	9020	9030 - 9030 IP65	9040 - 9040 IP65	9040 S - 9040 S IP65	9040 Contrast
Print head versions	Single-jet	Single or twin-jet	Single or twin-jet Single or twin-head	Twin-jet	Single or twin-jet
Printing Resolution	71 dpi (G head)	71 dpi 115 dpi (M head)	71 dpi 115 dpi 178 dpi (P head*) ** on 9040 1.1 only*	76 dpi* *(* M head - 3 dot/mm resolution)*	71 dpi 115 dpi (M head)
Character Height	From 1.8 to 8.7 mm	From 1.2 to 18.2 mm	From 0.7 to 18.2 mm	2.3 mm	From 1.2 to 18.2 mm
	5, 7, 9, 11, 16, 24 dots	5, 7, 9, 11, 16, 24, 48 dots	5, 7, 9, 11, 16, 24, 2x24 dots	7 dots	5, 7, 9, 11, 16, 24, 2x24 dots
Number of lines	Up to 4 lines	Up to 8 lines	Up to 8 lines	2 lines only (1mm gap between the lines)	Up to 8 lines
Max speed*	Up to 4.4 m/s	Up to 5.5 m/s	Up to 5.5 m/s	Up to 2,7 m/s	Up to 5.5 m/s
Variables	Date, Postdate Counter, Shift-code External variable (optional)	Date, Postdate Counter, Shift-code External variable	Date, Postdate Counter, Shift-code Operator variable External variable		
Barcodes	Industrial: 2/5 interleaved, Code 39 Distribution: Code 128, EAN 8, EAN 13, EAN 128, UPCA, UPCE, HIBC, HIBC LIC Bi-dimensional: Datamatrix		Industrial: 2/5 interleaved, Code 39, ITF 6, ITF 14 Distribution: Code 128, EAN 8, EAN 13, EAN 128, UPCA, UPCE, HIBC/EAN Bi-dimensional: Datamatrix		
Languages available (32)	Arabic-Brazilian-Bulgarian-Chinese-Croatian-Czech-Danish-Dutch-English-Finnish-French-German-Greek-Hebrew-Hungarian-Iranian-Italian-Japanese-Korean-Norwegian-Polish-Portuguese-Russian-Slovenian-Spanish-Swedish-Taiwanese-Thai-Turkish-Vietnamese (Indonesian only on 9020/30 and Romanian only on 9040)				
Alphabet available	Latin-Arabic-Chinese-Cyrillic-Greek-Hebrew-Japanese-Korean-Thai				
IP rate	IP54	IP54 / IP65	IP54 / IP65		IP54
Plant air mandatory	No	No - Yes, for IP65 version	No - Yes, for IP65 version		Yes
Messages stored	Up to 100	Up to 880	Up to 2000		
Connections	RS-232/422 (optional)	RS-232/422 - Ethernet (optional)	RS-232 - RS-422 (optional) - Ethernet		
Saving device	PCMCIA / Compact Flash		PCMCIA / Compact Flash / USB / SD		
Parallel interface	No	Yes	Yes (optional)		
Bent umbilical / head	No	Yes (optional)	Yes (optional)		
Umbilical length	3m		3m, 5m, 8m	3m	3m (5 & 8 m under derogation)
Automatical nozzle cleaning	Yes		Yes		No
Ink base available	Ketone / Alcohol / Water (0.8 liter cartridge)		Standard Ketone / Alcohol (1 liter bottle)		Opaque Ketone & Alcohol (1 liter bottle)

For more details on 9000 or S8C2, please refer to the printer "User Manual"

* Higher print speed can be available upon request

The Cabinet – Reliability

- Stainless steel cabinet, IP54 standard **(no plant air required)** / IP65 optional
- Quick & Clean access for consumable change **without stopping the printer**
- **Quick connect/disconnect** of accessories (photocell, encoder, alarm)
- External laboratory certification on **all IP ratings & security labels** (CE, UL, GS, CSA, RoHS)

The User Interface – Ease of Use

- **Icon driven interface** - easy use of main functionalities via **shortcuts** (message selection / edition)
- **Intuitive consumable level monitoring** for easy management
- Message modification **available while printing (WYSIWYG display)**
- "i" button enables instant access to machine status and **alarm management**
- Over **30 operator languages** available
- Connectivity: **Compact Flash** for easy message uploading

The Printhead – Available at all times

- Perfect quality on jet start-up **(automatic nozzle rinsing during start-up and shut-down)**
- Jet Speed Control guarantees **stable print quality**
- **Robust and compact** printhead **resisting** to shocks and vibrations
- Protected electronic components allowing for very **easy printhead cleaning**
- **Flexible** and **resistant umbilical** (MEK proof)
- Twin-jet option to print **more information at high speeds**

9000 Series
9020/30/40 Show & Sell

9020 / 9030 Strengths

- **Compactness** – One of **the smallest and lightest cabinets** on the market
- Unique **wall mounting** concept facilitates integration
- **Constant monitoring** of consumable levels
- **Cartridge driven consumable change** for more simplicity
- Up to 60 minutes of **printing autonomy** when cartridge is empty

➠ The best printer to answer every standard customer need

9040 Strengths

- More inks & colours available (MEK free, pigmented inks, etc.) to **print on every substrate**
- More printing options (twin-head, P head, up to 8m umbilical...) to **adapt to every application**
- **More connectivity as a standard** to facilitate use and integration (SD, USB, Ethernet)
- **No additional accessories** needed for integration - **Stand alone concept**
- **Optimum cost of ownership** for 3 shift applications:
  - Solvent savings (**Peltier condenser**)
  - Longer lifetime in harsh working conditions (**dual pump system**)
  - **Extended running time** (1 litre bottles – 200 hours of running time, over 50 million characters)

➠ The best printer to answer every specific customer need

9020/30 vs. Domino A100+

Their Statement

- High reliability
- First choice for basic coding
- Connectivity & Flexibility

Our Perceptions

Strengths:

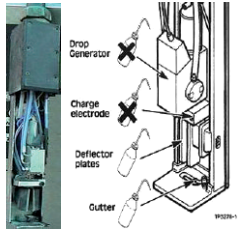
- Good start-up (even after long stop)
- Stand alone printer (autonomous print head pressurization)
- Wide ink choice

Weaknesses:

High running costs (low reliability – 20-year old technology):
- Ink tank to be changed every 600 hours (depending on air kit) requires production stop
- Waste up to 20% of ink when reservoir is changed
- 5 filters to change (Air, Make-up, Gutter, Main, Feed filter)
- Non-robust printhead (no protection on pipes and wires)

Very basic coding solution:
- Print capabilities (1-2 lines of text, up to 16 dots, up to 2.4m/s, no barcodes)
- No clear information on consumable level

Difficult to integrate:
- RS-232 only optional
- Heavy and cumbersome printer (needs a support)
- Not flexible and fragile umbilical (anaconda type)
- Only IP53 available



➠ 2 reasons to prefer a 9020/30:

- **Better TCO:** only 1 air kit filter to change vs. 5 / no need to change reservoirs = no ink wasted / no production stop / robust & easy to clean printhead
- **More options to facilitate integration:** IP54 – IP65 optional / flexible and resistant umbilical / twin-jet version / light and compact printer

9000 Series

9040 vs. Domino A200+ / A300+

Their Statement

- High reliability
- High performance for industry
- Connectivity & Flexibility

Our Perceptions

Strengths:

- Good start-up (even after long stop)
- Stand alone printer (autonomous printhead pressurization)
- Optional colour touch screen control

Weaknesses:

High running costs (low reliability – 20-year old technology):
- Similar arguments as A100+

Limited print performances:
- Print capabilities (1-4 lines of text, up to 5.3m/s)
- No twin-jet / twin-head option

Difficult to integrate:
- RS-232 only optional / No RS-422
- Heavy and cumbersome printer (needs a support)
- Not flexible and fragile umbilical (anaconda type)
- Only 3m umbilical (6m optional)
- IP65 only available on A300+ (printer identical to A200+ for the other characteristics)

➠ 2 reasons to prefer a 9040:

- **Better TCO:** only 2 filters to change vs. 5 / no need to change reservoirs = no ink wasted / no production stop / robust and easy to clean printhead
- **More options to facilitate integration:** IP54 – IP65 optional / flexible and resistant umbilical (3m, 5m, 8m) / twin-jet & twin-head / P-head

Their Statement

- Cleaner (Consumable management)
- Clearer (Head design / Friendly user interface)
- Cleverer (Foolproof operation)

Our Perceptions

Strengths:

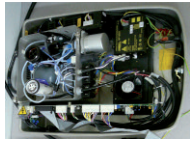
- Good print quality
- Good start-ups
- Simple user interface

These strengths exist as well for 9020/30

Weaknesses:

Non-optimized consumable management / TCO:
- Consumables supplied in 0.5l bottles / higher additive consumption → frequent consumable change
- Leakage issues if topping up before the alarm
- No direct information on consumable levels

Limited features:
- Unable to create new message when the printer is in production
- No barcodes, 1-2 lines text max, short umbilical (2m), 3 fonts available (5, 7, 16 dots)
- Up to 50 messages storage capacity
- No intuitive interface for 2-line message creation
- No IP65 version available for harsh environments



Frequent and unsecured maintenance operations:
- Frequent maintenance required (every 2000h / or 2 times per year)
- No possible back-up on external device (such as Compact Flash)
- Risk of leakage on the electronic compartment

➠ 2 reasons to prefer a 9020/30:

- **Better flexibility to meet customer needs for today and tomorrow:** 1-8lines of text / from 5 to 48 dots / IP65 optional / all barcodes / Compact Flash for back-up
- **Better TCO:** solvent consumption reduced by 35% / 0.8l cartridges for less replacements / 60W power supply vs. 200W / less maintenance (ink circuit every 8000h and air filters every 8000h or once a year)

Their Statement

- Ease of use (interface / consumable management)
- High print performances (high speed)
- Easy integration into any environments

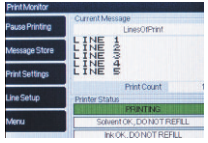
Our Perceptions

Strengths:

- Good print quality
- Good start-ups

These strengths exist as well for 9040

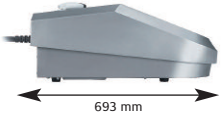
Weaknesses:



Non-Optimized consumable management / TCO:
- Same as 4900
- Exception: Linx “6900 Solver” has the same solvent consumption as the 9040
- Frequent maintenance required (every 2000h / or 2 times per year)

Less features (note that we have similar print speed at equivalent resolution):
- 1-5 lines of text, from 1.1mm to 13.8mm character height, datamatrix optional
- No possible back-up on external device (such as Compact Flash / USB / SD)

Not suited to every applications:
- Only 2m and 4m (optional) umbilical / Ethernet only optional, no RS-422
- Cumbersome printer: 592mm length + need for a table support + umbilical output (no twin-head option or bent head/umbilical)
- Small screen not suited for every sector (cables, extrusion): less comfort to display long messages



➠ 2 reasons to prefer a 9040:

- **Better flexibility to meet customer needs for today and tomorrow:** 1-8lines of text / twin-jet and twin-head options / from 0.7mm to 18.2mm character height / all barcodes / 3, 5 and 8m umbilical as a standard / wider display (640 pixels) / better connectivity (Ethernet, USB, SD...)
- **Better TCO:** solvent consumption reduced by 35% / 1l bottles for less replacements / less maintenance (air filters every 3600h or 1 time per year / Pumps every 10000h)

9020/30 vs. VideoJet 43S

Their Statement

- Affordable printer
- High print quality
- Easy to use interface

Our Perceptions

Strengths:

- Compact printer / stainless steel
- Easy to use interface
- Air plant free

These strengths exist as well for 9020/30

Weaknesses:

Costs related to production downtime:
- Start-ups are not reliable
- Fragile print-head (frequent adjustments, leakage, hard to clean)
- Need to shut down the printer to refill consumables
- 3 filters require changing every 2000 hours or 6 months

Limited print performances:
- Print capabilities (up to 4m/s - 3 lines of text - no 2D barcodes)
- Storage capacity (up to 25 messages)
- Only IP53 available

User interface lacks of friendliness:
- No external saving device (such as Compact Flash)
- No “one touch” quick access keys, can be a complex operation
- Hard to understand icons
- No automatic font selection

➠ 2 reasons to prefer a 9020/30:

- **Better up-time**: better start-up / print-head needs no adjustments, easy to clean
- **Consumable Management**: constant monitoring of consumables level / consumable change on the fly / clean & easy to change

9000 Series

9030 vs. VideoJet 1510

Their Statement

- Advanced Technology
- Maximized uptime
- Simplified maintenance (could be performed by operators)

Our Perceptions

Strengths:

- A new printer with improved consumable management
- Minimum maintenance required
- Various print features (1D-2D barcodes, multi-lines, etc.)

This product is designed to compete against our 9030, Features, Consumable management, and Running costs appear to be very similar.

Weaknesses:

Protection cover hard to clean

Missing printhead main features:
- No twin-jet version: max 5 lines / 34 dots at very low speed
- Only one printhead resolution (70µm nozzle) equivalent to our G head
- Lower resolution at equivalent speed (60dpi vs 71dpi)

Printhead lack of reliability:
- Improved printhead but not as compact (241mm length) and robust as 9020/30’s
- Cover sleeve has to be removed during head handling operations leaving tubes & electro valve unprotected
- Visible tubes & ELV can be easily damaged during maintenance
- Self maintenance: non-trained operators could do some mistakes

Non-guaranteed reliability in every environment:
- Questionable efficiency of IP65 rating without air. Testing methods may be different → auto-certification?
- Need dry air kit and air plant for high humidity environment
- Sealed printer with no air flow = possible overheating & high consumable consumption

➠ 2 reasons to prefer a 9030:

- **Better printhead features**: up to 48 dots (twin-jet version) / higher printing resolution (M head – 54µm) / compact (180mm length), robust, and secure to clean print head / bent umbilical
- **Guarantee to work in harsh conditions**: our IP65 option is certified by an external laboratory (test are performed under extreme conditions)

9040 vs. VideoJet Excel 170i Ultra

Their Statement

- High print performances
- Low maintenance / Good Start-up
- Easy to use interface

Our Perceptions

Strengths:

- Good print quality
- Long life printer & IP65 rating
- Easy to use interface

These strengths exist as well for 9030/9040

Weaknesses:

Limited performances:
- Less print capabilities (up to 3 lines of text – 1.33mm to 18.3mm - no 2D barcodes)
- Pressurized air mandatory (60l/min → 3600l/h)
- Connectivity out-of-date (no external saving device, no Ethernet)

Frequent maintenance issues (20-year old technology):
- Printhead lack of robustness (leakage, frequent cleaning required, frequent nozzle exchange)
- No pump → Use of external air required (need for additional air maintenance and frequent filter replacement)
- Old mono card with very complex circuit inside – increases maintenance cost

Limited printer friendliness:
- Need to stop production line to change consumable
- Messy consumable change (bottle management)
- Difficult to move from one line to another
- Heavy and rigid umbilical

➠ 2 reasons to prefer a 9030/9040:

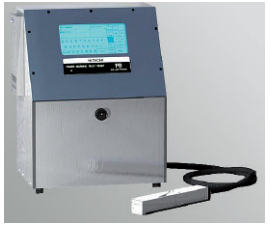
- **Better up-time**: robust print-head needs no adjustment, easy to clean / no need for costly air maintenance to run the printer / easy to move
- **Consumable management**: constant monitoring of consumables level / consumable change on the fly / clean & easy to change

9000 Series

9020/30 vs. Hitachi PB / PXR

Their Statement

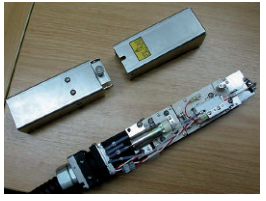
- Low TCO (reduced consumption)
- Friendly user interface (large touch screen)
- Various printing functions



Our Perceptions

Strengths:

- Compact printer
- Wide ink range



Weaknesses:

Non-optimized TCO & frequent maintenance operations:
- 4 filters to be changed frequently (every 1 200h or 2 400h)
- Ink must be replaced every 3 months (or 300 to 600 hours)
- Frequent pressure adjustments (to be checked every week)
- Umbilical and printhead lack of robustness
- Printhead difficult to clean (no protection on pipes and wires)
- Potential damage of pipes & tubes when replenishing the tanks

Limited friendliness of the touch screen:
- Not WYSIWYG display / Not intuitive use
- Few operator languages available (only 12 on PB and 14 on PXR)
- No direct information on consumable level

Limited features on PXR (even less on PB):
- Up to 4 lines, up to 32dots, 1-15mm character height
- Datamatrix only optional
- Storage capacity: 150 messages max
- Few print module configurations (no bent umbilical, no twin-jet)
- No IP65 option for demanding environments

➠ 2 reasons to prefer a 9020/30:

- **Better TCO**: longer ink lifetime (1 year vs. 3 months) / only 1 air kit filter to be changed every 8000h / robust printer design (cabinet & printhead)
- **Friendly user interface**: WYSIWIG display / shortcut keys for intuitive use / constant monitoring of consumable levels / "i" button for easy alarm management